



FAST FACT SHEET: City Pair Program (CPP) FY18 Contract Awards

Participating Airlines

- **Awarded to 8 airlines:** United, American, Delta, Southwest, JetBlue, Hawaiian, Alaska and Silver Airways

Awarded Markets

- **Awarded to 9,207 markets in FY18** (7,257 Domestic and 1,950 International). Represents 93% of all trips flown by government travelers to complete their missions
- **Increased non-stop service in FY18 to 2,326 markets** up from 2,203 markets in FY17
- The CPP contract strategy results in **92% of all CPPs awarded having two discounted fares** - this provides flexibility for immediate travel and more deeply discounted fares for booking flights early

Savings

- Utilization of the FY18 City Pair Program is estimated to **save \$2.44B in FY18**. CPP fares benchmark **53% lower than commercial like fares** with no exchange fees, fully refundable, last seat availability, and no blackout dates.

Good News Stories

- Washington Reagan (DCA) – NY LaGuardia (LGA) at \$84 YCA/\$48 _CA benchmarks 69% lower than large corporations
- Boston (BOS) – Washington Reagan (DCA) at \$88 YCA/\$60 _CA benchmarks 58% lower than large corporations
- #1 International market (LON-WAS) benchmarks 60% less than large corporations - \$340 YCA (no _CA) awarded to AA is 60% less than what corporations pay
- 19 Cuba (Havana) markets are part of the CPP for the first time

Total Contract Value

- The total FY18 contract value is \$2.13B compared to \$1.99B in FY17